

Globe Electric Supply Co.

P.O. Box 710548, 10902 Roark Rd, Houston, TX 77271-0548

Tel: (281) 933-0909 Fax: (281) 933-1001

Web: www.globeelectric.com

*The Office of Procurement Services
1500 Marilla St., Room 3FN,
Dallas, TX 75201.
Attention: Emily Grose*

May 6th, 2020

Protest on Notice of Decision Contact BY20-00012090

Dear Mrs. Grose,

Globe Electric would like to protest the above-mentioned bid due to our responsibility not being able to be verified through reference checks which provided unacceptable feedback. The records and the facts that we provided proves otherwise. We are providing you all references old and new ones, bank references, copy of purchase orders, wire transfer, a picture of an outstanding vender award for the City of Houston 2008 and manufacturers references on letter heads. This clearly indicated representation of stability, long term relationships, strong financial ability to process and handle contract from any size contract consistently for the past 44 years.

Globe Electric is an established distributor since 1976. We service the public sector for 44 years which includes cities, states, transit authorities, school districts, counties, department of corrections, highway departments etc. We are certified and registered as a MWBE, SBE, DBE and HUB vendor. We service the same customer base repeatedly for many years. We have a facility that has a warehouse and offices, established credit line with manufacturers from \$100,000 up to \$1 million dollars per order and we have the financial means to process any size order contract. The contracts or purchase orders varies from \$250,000, \$1 Million dollar to \$5 million one-time awards have been attached for your review.

We have provided the City of Dallas a list of very impressive references that clearly shows a long-term relationship with an ability to process repeated large orders for different customers.

SEPTA (Transit Authority PA) a 35-year relationship, repeated purchase orders delivered running from \$100,000, \$275,000, \$329,000, \$413,000 to \$992,000 onetime deliveries successfully. For the record SEPTA almost awarded Globe Electric about a couple years ago close to a six million dollars contract for Daktronics's LED Electronic Message signs. Globe was approved by SEPTA as a qualified vendor and Daktronics approved Globe as a financially qualified vendor for a six-million-dollar order with a split delivery within 12 months. The intent to award was canceled due to Daktronics competitor's protest. We have provided an individual's name that is new to SEPTA.

In the transit industry, 90% of the orders are not commodity orders (shelf items) orders are made to order for trains and buses.

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OTN Manufacturing - made in Belgium has a very long lead time that changes regularly. Globe received repeated orders of \$100,000 to \$992,000 successfully delivered. Led Smart made to order LED lights in China, \$329,000. Manufacturer promised delivery of one-time yet delivered partials with delays. Po was completed successfully.

Packetlight - made in Israel manufactured specialty light made to order.

Holophane - was repeated orders, \$80,000, \$159,000 and the last one dated March 20, 2020 total \$329,000 is special made to order fixtures not delivered yet.

Bi-State Development (Transit Authority St-Louis Missouri) - total \$691,000 one-time delivery order for train gadget completed successfully and the buyer Sandra Griffin does not recall receiving any reference request. Her phone number is 314-982-1400 ext. 1888.

City of Houston - 44-year continuous relationship, one-time purchase orders to various departments order sizes range from \$30,000 to \$500,000 one-time deliveries. In addition, a one-time award close to \$ 4 million dollars for taxi way signs and airfield lighting was awarded to us. Contract lasted almost 6 years successfully within the manufactures ability to produce made to order specially designed items and was extended for 1 year with additional funds of almost \$1 million dollars. Those were made to order products made by major U.S. Manufacturers Honeywell and ADB Lighting.

Not sure what kind of reference was giving by the using department. **The fact is that the contract was never cancelled but rather extended.** Reference Provided by the using department (Aviation) which is run by a manager that I have been fighting with for almost 25 years for lack of business opportunity. The matter was repeatedly addressed in writing to her superiors and the city procurement department for her biased and discriminatory behavior. This reference should have been given to the City of Houston Procurement department division manager Mrs. Desiree Heath. Which has been working with our company for more than 25 years and has awarded us contracts worth millions of dollars. She was kind enough and agreed to reply to your request.

New York City Transit (NYCTA) - and all Mass Transit authorities in New York which covers New York City Transit, Long Island Railroad, Metro North Railroad etc. Globe Electric has been working with the MTA for more than 35 years. We have provided 2 purchase orders as an example that total \$800,000 for switch gears. The orders were complete and incredibly involved from engineering approvals, submittals, site inspections and was successfully completed under the terms and conditions that was set by both the customer and manufacturer.

Sound Transit Seattle, Washington by B&C Transit - We received a contract for \$5.5 Million dollars one-time delivery of goods, spread out through 1-year delivery. Contract was completed successfully. The lead project manager was not contacted. Enclosed please find a verifiable written reference that was sent to you by email from Mrs. Jessica Pettigrew.

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In summation Globe Electric provided more than sufficient proof with supporting documents that shows both sides of the equation, the manufacturer credit recognition and contracts issued by customers, that we are a responsible and qualified vendor to service this trash receptacle contract. Enclosed please find with all the documents for your review. The reason for the references was to verify that the actual contracts stated on our references are accurate and we simply cannot rely upon individuals' opinions.

Globe Electric has never been found negligent. The proof that we have been receiving repeated awards from those entities speaks volume.

In the procurement industry it is known that the buyers don't update or modify PO delivery date changes when vendor notifies them of modified or changed delivery dates reported by the manufacturer. So in the system it looks like the delivery is delayed which makes the vendor look bad on paper when vendor performance department or anyone looks at the history they think that the vendor has a poor delivery performance which is not true. So, when anyone who does not know the vendor looks at the system the information there in most cases is not accurate. Which can cause a good vendor hardship. A good supplier vendor must process orders immediately and notify customers of any delivery delays. After all we are distributors not manufacturers.

In my 40 years with the company being an advocate for small, woman and minority owned business, seeking equal opportunity and assist to implement small business participation I had focused on my mission to assist small companies throughout the county and not to seek popularity. This goal requires determination, assertion, etc.

Globe Electric is requesting that you reconsider awarding us the contract and allowing our written documents and additional references to confirm our responsibility we prove it time and time again. Please note small businesses represents 85% of the U.S. economy. Your consideration is greatly appreciated and needed; we need your assistance. Should further clarification be needed please do not hesitate to contact me on my cell at 713-412-4002.

Respectfully,

Edna Douadi



President

Globe Electric Supply Co Inc

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